

★ THE MASSEUR ★

American
Association



Masseurs
Masseuses

OFFICIAL BULLETIN

NOVEMBER - DECEMBER 1956

DECATUR, ILLINOIS

Grand Jury Ignores Members Case

ANOTHER VICTORY FOR AN A.A.M.M. MEMBER

Blandford Jones of Pottsville, Pa. was charged with unlawfully practicing physical therapy without a license and violation of the medical practice of the Commonwealth of Pennsylvania. Costs were placed on the county because the Grand Jury ignored the charge and dismissed the case.

Our opposition will continue to try wherever they can to make it difficult for our practitioners. It does not matter whether the charges are justified or not. Through means of this kind they hope to discourage masseurs and masseuses. Do we have to be reminded the necessity of being organized and well represented?

NATIONAL A.A.M.M. PUBLIC RELATIONS

The American Association of Masseurs and Masseuses recently convened in National Convention at Milwaukee, Wisconsin were given a call to action by their revered President D. S. Carlson of Rome, Georgia. "Physical Scientific Massage, one of the oldest of body treating professions, is about to make a bid for its proper place in this great country of ours," was the Ipso Facto of National President Carlson's keynote address. "Physical Scientific Massage is a

highly respected profession in such countries as the Scandinavias and Europe, and we feel the public is entitled to be made fully aware of it and its benefits here in America," was the high point of Carlson's address. To help him accomplish this end the President of this rapidly growing association was given a strong group of Officers, Directors and National Committee Chairmen, hailing from Maine to California.

Carlson outlined a broad national educational, publicity and legislative program to assure highest possible educational standards be set for members of the profession, educate the general public as to benefits of physical scientific massage, and secure nation wide licensing of practitioners in their respective states.

EXPLANATION DUE

Since the photographer at our convention did not follow through with taking orders for the picture, and no one seemed to be assigned to take the members names for the picture, I was left with the matter on my hands. I did not want to overlook anyone, so I had enough made to send out to the entire group, who attended the convention. Several have paid and three pictures have been returned, but we are still in the red on this project. So many have ex-

pressed their gratitude for receiving the picture that I am glad that I mailed them out. If you wish to remit \$1.50, I shall appreciate it.

Mimo S. Reudall

COMING CONVENTION NEWS

Our Blandie Jones is working as hard on the surface as the miners are under ground in that region he represents getting material and program ready for the '57 convention.

He has lined up Dr. Jesse Gehman a former resident of Reading, Pa., who was recommended for appointment to President Eisenhower's Youth Physical Fitness Council as a speaker for us. Dr. Gehman is a national figure if you are interested in physical fitness programs. For the past 30 years he has been engaged actively in Physical Culture and has tried to interest our administration past and present in health programs for our youth, emphasizing that our first line of defense is the well-being, and the health and strength of our people. Many of his ideas have been used by the army and navy physical departments.

For some of the entertainment, Blandie has signed up the 'Singing Miners' of coal region fame.

THE MASSEUR

Bimonthly publication of the
American Association of Masseurs
and Masseuses.

Published in Decatur, Illinois
DR. CHAS. W. BROOKS, Editor



D. S. CARLSON,

PRESIDENT'S MESSAGE

"SINCERITY OF PURPOSE"

How often do we hear, "I would like to help but I don't have the time," or, "there are not enough hours in the day?" These are trite statements as we know for fact that it is the busy man who accomplishes the most and at the same time is willing to take on more and more. There are two reasons for the trite statements and they are: We are poor budgeters of time and we just don't want to be bothered. The busy man has no more hours in the day than the slothful but he finds time and is richer in rewards for his accomplishments. The convenience of coined statements, as above, make it easy for us to prevaricate and it would be better if we would erase them from our everyday language. If we had to tell the truth and say, "I'm not interested," or, "I'm too lazy," do you think we would turn down any request for help?

What about we who take time to work or the A.A.M.M.? What do we have in mind? Do we seek authority, organized resistance to the enemies of our cause, establishments of power, rational recognition or eventual domination? God forbid that we should use authority or power to dominate others to further ourselves. There are some organizations seeking power and domination but we of the A.A.M.M. dare to be different. Mr. Spangle's article in the previous issue of the Masseur entitled "What Legislation Recognition Means to Us" expresses ably the prevailing convictions of motivating desires of most of our members. Yes, we dare to be different. Our members have shown a deep desire to serve unselfishly suffering humanity without the thought of monopolizing, controlling or suppressing others who wish to serve in the same manner or way.

NEWS ITEM

The Naturopathic Association with headquarters in the People's Building in Seattle are circulating to the nominated candidates of the coming national election a purportedly Naturopathic act to be submitted in the Washington State Legislature this coming January.

It seems that this act is supposed to be an all inclusive Drugless Therapy act stating in Section 5 quote "Drugless Theraputice" is defined as any one or more of the following sciences:

1. Mechanotherapy, consisting of the treatment of disease by mechanical means, especially by massage and Swedish movements.

The act also calls for passing the Basic Science Law, and the applicant must have a four year course in the profession of his choice . . .

There is a Grandfathers Clause.

It seems to this writer that this act would be O.K. if they would insert a clause that "Except Massage which will be regulated by the American Association of

Masseurs and Masseuses" were to be included. Otherwise Massage would be limited to those that could pass a basic science law, and had four years schooling in their profession. This only indicates what may be in the hopper down in Olympia, Washington for the Masseurs and Masseuses! We must be on our "Alert!" in capital letters.

The writer has only one copy of this act. If it is possible I will try to furnish a copy to our Mr. Pelican, our National Public Relations officer.

By Milton A. Niedfelt.

THE MAIL BOX

Dear Dr. Brooks:

I would like to express myself pertaining to the convention in Milwaukee. It was my first time that I had a chance to attend. I was very much surprised of the fine management. The prosperous looking business people, and lovely families. I shall be very glad to do something nice for all of them. I know that I can, be influential in recommending members. I have many ideas if I know in time. They announced me on the program but forgot to ask me. I would have been there for sure.

When is the next issue coming out of the Masseur. If you have an old copy mail me a sample. I have my books and school to advertise etc.

Let me hear from you—

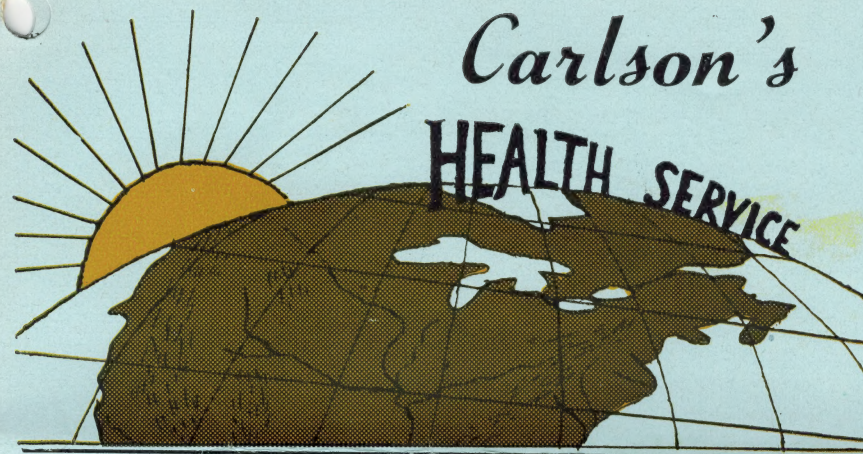
Sincerely,

Esther Swanson, D.C.

CHECK-UP

If for no other reason than to satisfy curiosity, keep a mental record for a given time of the minutes you waste by twos and fives and tens in the course of a day.

Try to imagine, if you can, how much good those minutes could be put to in constructive thinking to say nothing of organized study.



THE FOUR NATURAL ELEMENTS: SUN - AIR - WATER - EARTH

This is the way the first page will look on the new Lay magazine. You will notice we have illustrated here the four natural elements upon which all life depends. Without the sun nothing would reproduce, bloom or bear fruit; there is nothing on the earth which has an expression of life that could exist without Water. The same can be said about Air, and of course the Earth is the foundation and place where all substance is found that supports life matter.

Costs

In order to make this magazine as attractive as possible and carry its expressive articles so that your clientele will be proud to be on your mailing list, we are going to have to charge 15c each, or 15 dollars per hundred copies. This includes the mailing postage to you plus a manila envelope the same size as the magazine for each copy.

Titles

We have had only four names suggested for the magazine, of which two were duplicates, "Healing Hands." I don't think the word healing would be appropriate as instruments are used. We are rendering a humanitarian service dealing with the client's health. The way this is laid out we can personalize every copy by putting the name of your clinic on the front page. Also a small ad can be put on the bottom of the back

page listing the services you have to offer, and your address and phone number.

Send your ad copy, the number of copies desired, and your check to Dr. Chas. W. Brooks, 3111 N. Water St., Decatur, Ill.

We will get your order to you as early in December as possible. Remember, it was suggested that you use this little magazine instead of a greeting card or calendar. Also it was suggested that this magazine be published twice a year, in December and June.

THINKING

Someone once said, "If you think you think, ask yourself what is the greatest thought you ever thought, then listen to the silence."

One can know much and think little. Ancient Greece produced many who knew little and thought a great deal. Modern life produces a lot of people who know it all think nothing about it. A penny for the average person's thoughts is the market price.

Yet, thinking is not a lost art. Some still cultivate it. Most of us have all the necessary equipment except the will to do it.

But thinking requires development by exercise just like the muscles. Thinking is not a gift of the gods—but the reward of endeavor.—R&R Magazine.

LET'S TRY AGAIN

After our fine convention where we had delegates from "Most everywhere" we should each member of us become interested in adding to our membership. This we as an organization must do in our own protection. If you don't believe this ask some of our people that have been brought to court for practicing "Medicine" without a license—Don't you know that "Massage" is considered as Medicine, when they can get away with it?

When our group came through Montana we stopped and phoned the Masseurs and Masseuses along the way when we had an opportunity, and to our surprise many of them knew members of our A.A.M.M.—Yet they had not been asked to join us, nor had they been sent an application.

It seems to me that each of our members should write at least one letter to some Masseur and Masseuse somewhere, and inclose an application, and write them a letter asking them to join with us. It seems to me that we depend on our patients to tell one another for our personal business—Now we can't say we "Don't Know"—and surely one letter of this kind each month or even one per year would help a lot.

If you don't have applications it is easy to get them—All you do is ask your State Secretary, or Mr. Arthur Melson our National Secretary, or myself, Milton A. Niedfelt.

And it is so easy when you are through reading your Masseur to enclose the magazine and send a letter and an application. Please lets each of you do this in the next 60 days—Then write to Dr. Brooks and tell him what results, so Dr. Brooks can write a welcome notice in the Masseur—I think this is so easy—Let's all do it . . . Please.

Milton A. Niedfelt, Chairman
Natl. Organizational Committee,
805 E. Denny, Seattle
22, Wash.

INDIANA

The meeting was called to order at 11:00 a.m. Vice president, Bessie E. Erfurth, presiding. Roll call, 14 members and 14 guests present.

The secretary read the minutes of our last meeting at the home of Edward Poskus at 11:00 a.m. July 15, 1956. Moved by Vera Setty, that the minutes be accepted as read. Seconded by Mary Ann French. Vote unanimous.

Treasurers report, cash received since last meeting, \$256.00. Disbursements \$164.59. Cash on hand and in the bank \$481.64. Motion by Bruno Barnes, that the report be approved and accepted. Seconded by Sylvester F. Wyss. Vote unanimous.

There was no unfinished business.

New business—We considered the application of Bessie M. Racey for membership. Move by Clyde Storey, that we accept her as a member of A.A.M.M. Seconded by Edward Pomes. Carried unanimously.

Dr. Annette D. White gave a short talk on getting new members and urged all non members in our group to get in the A.A.M.M. before our standards or requirements for membership are raised.

Bessie Erfurth gave a short talk on our legislative plans.

The secretary announced he had acquired a list of all candidates running for the Legislature, both Republican and Democrat. Also a list of all carry overs of both House and Senate with their addresses. He said he wanted the whole membership to work with him on our legislative program.

Mr. Spangle also proposed that as a service to our members we might compose a directory of Sanitariums, Y.M.C.A.'s, Nursing Homes and Health Clubs, who employ or would like to employ Masseurs and Masseuses. Move by Clyde Storey that the secretary

proceed to gather such a list for a directory. Seconded by Pete Rittenhouse. Carried unanimously.

The chair announced that Mr. Albert Hermann of the Electro Medical Equipment Co., had given us a \$25.00 donation to help promote our legislative effort.

12:05 p.m. we recessed for lunch.

1:45 p.m. we reconvened.

Mr. Arthur A. Herman gave a short talk on "The use of Physical Therapy equipment in connection with massage work." He also demonstrated some low voltage techniques.

Mrs. Mary Ann French asks that our next meeting be held at her place at Shelburn, Indiana next Nov. 4th. Move by Vera Setty, that we accept her invitation. Seconded by Pete Rittenhouse. Carried.

Meeting adjourned 2:05 p.m.

Following the meeting Dr. Anette led us through three hours of intensive muscle work in our Seminar Session. Many valuable techniques were taught and demonstrated.

Lowell M. Spangle,
Secy.-Treas.

CALIFORNIA

Members and friends of the California Association of Masseurs & Masseuses met in the Mezzanine Parlor of the Covell Hotel in Modesto, Saturday, September 15, '56. At 1:00 P.M., the President, Geo. D. Gammon called the Meeting to order. The Invocation was given by Secretary, Lloyd C. Allen. Flag Salute was led by Vice President, Loran S. Stone. New members and guests were introduced and welcomed by a general rising vote.

Minutes of the previous meeting held at the Clark Hotel in Los Angeles were read by the secretary followed by an account of funds received and cash disbursements. Reports were accepted as given.

President Gammon then read of the National Progress of the A. A.

M. M. as compiled by our worthy National Secretary, Arthur D. Melson. He told of the forming of the Association as a cry for unity and recognition of our profession. Of various state legislation favorably enacted and of goals still to be achieved. George also told us of his trip to Milwaukee and the high lights of the Convention. Of the good speakers who contributed and the practical demonstrations in ultra sound, massage and physical therapy. Of the talks on nutrition and many other parts in the healing arts...

The State Charter is here, signed by the National Officers. It remains for the State Officers and all Charter Members to sign it. A motion was made by Harvey Schuler that the time of signing be extended to ninety days and therefore all new members taken in during this time may inscribe their names thereon. This was seconded by Lona Martin and voted unanimously.

Then followed discussions as to when and where to have our State Convention. This naturally should take place prior to the National in order to comply with Article 5, Section 8 of the By-Laws. A motion was made by E. R. Conn that the State Convention be slated for the second week in June, 1957 (exact days and final schedule to be worked out by the Convention Committee.) This motion was seconded by J. H. Gross. Carried. The President then appointed E. R. Conn as Convention Chairman.

A motion fixing the Registration Fee for the Convention at \$15.00 per member was made by L. S. Stone. Seconded by Conn. Carried.

Next quarterly meeting was set for January 19, 1957 to be held at Oroville, Saturday at 1:00 P.M. Motion was made to this effect by Gross. Seconded by Schuler. The Motion was carried. President then appointed members of Oroville to act as hosts and select the place where we are to meet.

IOWA

The Iowa Chapter of the A. A. M. M. held a meeting in Sioux City, Iowa at the Jackson Hotel, Oct. 7th in the Coral Room.

President Mae Hudson opened the meeting with the Lords Prayer and expressed her pleasure at the good turn out.

Three of seven invited guests were present. They were: Mrs. Fred Burns, Mrs. Etta Grider, and Irene Holstein all of Sioux City. Each expressed a desire to become a member.

Also present were Margaret Becker of Sioux Falls, S. Dak. Gladys Story of Sioux Falls and Doloris Olo of Yankton, S. D.

We were very pleased to have our neighbors with us.

Others present were: Don and Mae Hudson, Waterloo, Ia.; Dr. Blodgett and Ella, Charles City, Ia.; Mildred Hansen, Des Moines, Ia.; Arthur Pugh, Sioux City, Ia.; Floy Bromlie, Davenport, Ia.

Ella and Mildred gave the high light of our recent convention in Milwaukee after which the meeting was turned over to Arthur C. Pugh who showed his pictures, one of a series from the office of Education of Nurses during the war and showed hospital techniques in massage. The rest of the p.m. was spent in informal questions and discussions with Mr. Pugh.

Respectfully submitted,
Floy Bromlie,
Secy.-Treas.

ILLINOIS

The Illinois Chapter of A.A.M. M. held a state meeting in Canton, Ill., Sunday, September 9, '53. The meeting was held at the Elks Club.

The meeting started promptly at 11:00 a.m. D.S.T. Mary Howells, President of the Illinois Chapter, presided.

Dr. Charles Brooks offered the opening prayer.

Bills for the last quarter were read and allowed. After the pre-

sentation of the bills, the morning session of the meeting adjourned.

A delicious noon dinner was served to the group in the Dining Room of the Elks Club.

The meeting resumed at 1:30 with Mrs. Chas. Gray giving an interesting and informative talk on the patient's viewpoint of the therapist's treatment.

A group discussion was held on sanitation and sterilization in our treatment rooms.

Mitzie Le Moyne gave a report on the recent national convention held in Milwaukee. She announced that Mary Howells, our president, had been named Masseuse of the Year.

Door prizes were won by Richard Frysinger and Edna Arnold.

The meeting adjourned to reopen on November 18th in Joliet, Illinois.

Respectfully submitted,
Hazel Davis, Secy.

IDAHO

On August 22 members from Nampa and Boise, Idaho met with the Frank Lasher family in Fruitland. Everyone enjoyed a roasting ear feed. The corn being raised by Frank.

After dinner our new Officers were installed in a very fitting ceremony. After a short business meeting we adjourned.

We had as a visitor Mrs. Betty Lewis. Hope soon to have her as a member.

Mrs. Campbell and Mr. Ryan from Ontario, Oregon were also present.

Mrs. Elva Sutton, Secy.

WISCONSIN

The monthly meeting, A.A.M.M., called to order by the new President, Frank Perzista.

Financial report read by Mrs. Rendall, our former president.

Miss Warnes not present, (this is rumored, of all things, with a sore back).

Minutes of last meeting approved as read.

Motion was made by Mrs. Berg-

holz to advance the secretary \$15.00 for petty cash.

It was decided to hold our next meeting at Personna Health, Inc. in Milwaukee, on November 11.

December meeting at LeRoy Health in Green Bay, December 9.

The November an open meeting with a round table discussion on Diet with J. P. Personna as moderator.

The December meeting will be a Christmas party, everyone exchanging a one dollar gift.

A committee was appointed to investigate the reducing salons using machines such as slenderala, etc. and to report the advantages of such treatments and also the advantages of hand massage.

The committee is composed of Mrs. Zahn, Mrs. Randall and Mrs. Volkman.

Appointment to this committee does not imply that the aforementioned committee is in need of the aforementioned reducing treatments and the association does assume responsibility.

A motion was made to insert the A.A.M.M. ad in the Milwaukee directory and pay for the ad from the Wisconsin chapter treasury, the individual member to pay for his own ad as listed under the banner of the A.A.M.M. Mr. Personna was appointed to go ahead with the necessary negotiations with the telephone company. The association was to be responsible for the amount of \$182.00 for the year.

The secretary was instructed to write to the state board for a list of all registered masseurs in the state.

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KENTUCKY

Kentucky State Chapter of A. M. M. held their regular monthly meeting, Sept. 16, 1956 in Dawson Springs, Ky. We first had lunch which every one enjoyed. We held the meeting at C. E. Seibert office with five members present.

The meeting was called to order at 2:00 p.m. by Pres. Paul Stodghill. The minutes were read of the previous meeting and approved as read.

Motion was made by Paul Stodghill and seconded by C. E. Seibert we would have our picnic and next meeting at Caven Rock, Ill. State Park—in case of rain would meet at Delbert Vincents home in Providence, Ky. There being no further business the meeting adjourned.

We had refreshments and showed the pictures on the screen of the Wisconsin convention which we all enjoyed very much.

Paul Stodghill,
President.

MASSACHUSETTS

September 1956

October Meeting—Sunday, Oct. 21, 1956 - 10:30 A.M. - Bryant Hotel, 33 West Elm St., Brockton.

Chairman—Mary Sullivan, L.M.
Dinner 12:45 P.M.

2:30 P.M.—Gurly Stahl, L.M., of Boston, will speak on Massage and Physical Therapy in Sweden Today. This, I am sure, will be of great interest as Miss Stahl has just returned from a trip to Sweden a week ago.

3:00 P.M.—Elisa Wirman, L.M., of Hotel Bancroft, Worcester, formerly of Finland, and one of our fine members, served as a nurse during World War II, across the waters. She will present a technique for "Tired Feet."

We have had 98 per cent attendance. Let's make it 100 per cent.

SEPTEMBER MEETING

Sunday the 16th at 246 Pleasant street, in East Walpole.

Chairman, Pres. Ann B. White, R.P.T.

We accepted four new members: Virginia George, 231 Elmwood, N. Attleboro; Ralph S. Emerson, 58 Cory St., Everett; Sadie Seligman, Worcester; Geo. Wood, 18 Radcliff Rd., Somerville.

Dinner was served at 1:00 P.M. Vegetables and fruit were organically grown by Ann and Hubert. That must have helped the members to give out with the enthusiasm they showed when National convention highlights were presented, and demonstrations by Rose Johanson, R.P.T. from Memorial Hospital in Worcester, and Ann B. White, R.P.T. Dr. Cecil George, a Consulting Psychologist brief talk was very interesting.

NOVEMBER MEETING

Chairman—Henry A. LaFleur, R.P.T. "1956 Massachusetts Masseur of the Year" Sunday, Sept. 18 in Worcester. "Testimonials" (more about that from Henry) Movies - Polio - and Physical Reconditioning.

I like this . . .

Speak only when you have something to say. Through unnecessary babbling, one can dissipate a tremendous amount of positive energy. Let's avoid wrong thinking, wrong speaking, wrong acting.

Ann B. White, R.P.T.
Mass. Pres. A.A.M.M.

Officers and Members of the California Chapter, invite all Licensed or Registered Physio-therapists to join NOW with this fast growing association . . .

FOR SALE

Physical Therapy Office and Massage Parlor in Atlanta, Ga. For information write to:

ARNOLD INGEMANN

65 1/2 N. Broad St., N. W.
ATLANTA 3, GEORGIA

CASE HISTORY

Editor, The Masseur:

A few years ago, while practicing Physical Therapy in North Hollywood, Calif., I was given, what turned out to be a very interesting case, by one of the leading bone specialists there.

This case was a lady of forty years. She had an operation about six months previous, to her auto accident, for a toxic goitre. She was very slow in recovering, was being given two grains of thyroid per day and twenty drops of iodine per day.

In her auto accident, which had happened four months prior to her first visit to the Physical Therapy Clinic where I practiced, she had a compound fracture of the right femur, about three inches below the hip joint. Surgery followed, and a stainless steel spiral splint with two screws was used to hold the bone fragments in place. The incision continued to drain throughout the formation of the new bone tissue, and was still draining when the cast was removed. She was able to bear weight on the leg, but was afraid to attempt to walk due to a lack of balance from the thyroid operation.

Her doctor came to me, saying she wasn't doing any good in the hospital where she was still confined. She was being given physical therapy, which consisted of an infra-red lamp for ten minutes each day. Nothing more. So I told him, what I would like to do with his permission. He said, "I have heard of your good work, so I am putting her in your care."

When she arrived at the clinic, in a wheelchair, she was able to stand but wouldn't take a step without help. She was able to undress herself. Her blood pressure was two hundred systolic over one hundred diastolic, pulse rate one hundred, fistula from fracture draining, some odor. I cleansed the area with alcohol, then covered the opening with a 4 x 4 in. steril gauze, then two strips of 3

in. waterproof adhesive tape over gauze to prevent any moisture getting to the fistula while in the whirlpool bath. Temperature of water 105 degrees to which I added two ounces of iodine, to the sixty gallons of water which gave it the color of weak coffee. The purpose of this was a mild disinfectant. She remained in the whirlpool only six minutes first day, was able to increase it from time to time to fifteen minutes and temperature at 110 degrees.

I have never been one to believe that the skin could absorb at the same time the skin's pores were excreting sweat, but the color of that water in the whirlpool would change from the weak coffee color to colorless water. I don't know where the iodine went, unless the skin did take it up. Anyway, the patient improved like she had the magic wand applied to her. I gave her light massage at first, then heavier, the blood stasis in her lower leg cleared in a couple of days. I assisted her in walking, then got her husband to do it. After a month of this treatment every other day, the fistula stopped draining, blood pressure dropped to 140 over 85 and pulse rate was normal. Patient discharged.

Fraternally,

John A. Murray, R.M.

Notice To All Masseurs, Masseuses and Friends

Our Association is authoritatively informed that if Mr. Emmitt Anderson, candidate for governor of Washington is elected that he has promised the American Medical Association that he will do everything in his power to stop all DRUGLESS METHODS OF TREATMENTS in Washington State.

Please be governed accordingly, and pass this information to all those that can use it in behalf of the Massage Profession.

CHEAP DIET

All you need is about 60 cents a day to be adequately nourished. According to a Massachusetts nutrition expert you can get by with a loaf of bread, a quarter-pound of butter or margarine, a quart of Vitamin D milk and six ounces of orange juice. However, you needn't live entirely on this diet; for psychological and physiological reasons, you should have a variety of food. Debunking popular fallacies about fats, the doctor points out that fats are easily and completely digested. On a caloric basis, they are no more fattening than proteins or carbohydrates, incidentally, there's no proof that fat's cause arterial diseases. The American public, he contends, is oversold on the virtues of vegetables and whole bread. Our enriched white bread is better than standard dark breads today and the urgent need for green and yellow vegetables has disappeared.

Speaker: "Remember there's nothing in the world that's impossible to accomplish."

Inevitable voice from the rear: "Ever try to push tooth paste back in the tube?"

The teacher had been telling her class the story of Sir Isaac Newton: "I want you to understand, children, that it is the law of gravity that keeps us on this earth. Now, are there any questions?"

Jimmy frowned thoughtfully, then raised his hand. "Please, teacher, how did we stick on before the law was passed?"

Because we are fluent talkers, some of us get the idea that we are natural born lawyers or salesmen, whereas nature perhaps intended for us to be barbers or radio announcers.

FOR SALE

I have for sale a nice commercial and residential property located in Southern California, in a smog-free and noted health spot, having the most ideal year around climate in the Southwest.

It consists of 256 ft. frontage on a busy four-lane highway, namely 60, 70 and 99, which is the main route from Los Angeles and east. It is 312 ft. deep and its area is 1.83 acres.

A well-built four-bedroom home, situated amidst towering pine, sycamore, mulberry, umbrella, pomegranates, etc. It was built and occupied by a doctor. A variety of fruit trees will keep you well supplied with walnuts, grapes, plums, apples, etc. Perennial flowers pay all the taxes. Plenty of clear mountain water.

At an elevation of 2600 ft. and a magnificent view of two of Southern California's tallest snow capped mountains.

Also a nice guest house, barn and other buildings.

A fruit and juice bar on the highway pays for your living and payments on the principal. A beautiful site for a trailer court or motel. Lots could also be sold.

Seventy-five miles from Los Angeles and twenty-two from Palm Springs.

This locality is on the threshold of a great industrial boom as well as a health resort.

I have a massage studio in part of the house which goes with the place. All this with furniture, deep freeze coolers equipment for sale for as little as \$6,000.00 down. Balance monthly or will consider a small trade. For details write owner,

THEODORE NORBY

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